# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q

# QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarter ended June 1, 1996

Commission File Number 1-8504

UNIFIRST CORPORATION (Exact name of registrant as specified in its charter)

Massachusetts (State of Incorporation)

04-2103460 (IRS Employer ID Number)

68 Jonspin Road
Wilmington, Massachusetts 01887
(Address of principal executive offices)

Registrant's telephone number: (508) 658-8888

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes /X/ No /

The number of outstanding shares of the registrant's Common Stock and Class B Common Stock as of July 3, 1996 were 7,886,644 and 12,623,964 respectively.

2

PART 1 - FINANCIAL INFORMATION

FORM 10-Q UNIFIRST CORPORATION AND SUBSIDIARIES CONDENSED BALANCE SHEETS (unaudited)

(unaudited)	June 1,	August 26,	May 27,
	1996	1995*	1995
Assets Current assets: Cash Receivables Inventories Rental merchandise in service Prepaid expenses	\$ 5,533,000	\$ 5,889,000	\$ 4,270,000
	38,750,000	33,420,000	35,283,000
	16,350,000	16,484,000	17,255,000
	35,611,000	32,731,000	32,696,000
	117,000	118,000	114,000
Total current assets	96,361,000	88,642,000	89,618,000

Property and equipment: Land, buildings and leasehold improvements Machinery and equipment Motor vehicles	118,101,000 119,204,000 33,379,000	111,148,000 109,538,000 28,816,000	108,186,000 109,522,000 27,369,000
Less - accumulated depreciation	270,684,000 111,408,000	249,502,000 101,428,000	245,077,000 101,560,000
	159,276,000	148,074,000	143,517,000
ther assets	43,520,000	35,975,000	36,876,000
	\$299,157,000	\$272,691,000	\$270,011,000
riabilities and Shareholders' Equity Current liabilities: Current maturities of long-term obligations Notes payable	\$ 1,050,000 	\$ 4,015,000 882,000	\$ 6,959,000 66,000
Accounts payable Accrued liabilities Accrued and deferred income taxes	13,261,000 38,639,000 4,380,000	12,992,000 35,370,000 3,882,000	11,025,000 34,301,000 3,977,000
Total current liabilities	57,330,000	57,141,000	56,328,000
ong-term obligations, net of current maturities eferred income taxes	41,287,000 15,201,000	32,361,000 14,593,000	35,257,000 15,076,000
Preferred stock, \$1.00 par value; 2,000,000 shares authorized; none issued Common stock, \$.10 par value; 30,000,000 shares authorized; issued and outstanding			
7,886,644 shares Class B Common stock, \$.10 par value; 20,000,000 shares authorized, issued and outstanding	789,000	789,000	789,000
12,623,964 shares Capital surplus Retained earnings Cumulative translation adjustment	1,262,000 7,078,000 176,568,000 (358,000)	1,262,000 7,078,000 159,701,000 (234,000)	1,262,000 7,042,000 154,694,000 (437,000
Total shareholders' equity	185,339,000	168,596,000	163,350,000
	\$299,157,000	\$272,691,000	\$270,011,000

### <FN>

 $^{\star}$  Condensed from audited financial statements The accompanying notes are an integral part of these condensed financial statements.

3

FORM 10-Q UNIFIRST CORPORATION AND SUBSIDIARIES CONDENSED STATEMENTS OF INCOME (unaudited)

(unaudited)	Forty weeks ended June 1, 1996	Thirty-nine weeks ended May 27, 1995	Thirteen weeks ended June 1, 1996	Thirteen weeks ended May 27, 1995
	2004 700 000	0005 040 000	200 554 000	
Revenues	\$294,792,000	\$265,043,000	\$98,554,000	\$92,600,000
Costs and expenses: Operating costs Selling and administrative expenses	180,520,000 68,528,000	165,437,000 59,776,000	59,339,000 22,868,000	57,189,000 21,020,000
Depreciation and amortization	15,339,000	14,380,000	5,340,000	4,852,000
	264,387,000	239,593,000	87,547,000	83,061,000
Income from operations	30,405,000	25,450,000	11,007,000	9,539,000
Interest expense (income):				
Interest expense Interest income	1,995,000 (193,000)	2,277,000 (176,000)	755,000 (61,000)	742,000 (75,000)
	1,802,000	2,101,000	694,000	667,000
Income before income taxes Provision for income taxes	28,603,000 10,297,000	23,349,000 8,172,000	10,313,000 3,713,000	8,872,000 3,105,000
Net income	\$ 18,306,000	\$ 15,177,000	\$ 6,600,000	\$ 5,767,000
Weighted average number of shares outstanding	20,510,608	20,510,608	20,510,608	20,510,608

Net income per share \$0.89 \$0.74 \$0.32 \$0.28

\_\_\_\_\_\_

The accompanying notes are an integral part of these condensed financial statements.

4

FORM 10-Q UNIFIRST CORPORATION AND SUBSIDIARIES CONDENSED STATEMENTS OF CASH FLOWS (unaudited)

(unaudited)	Forty weeks ended June 1, 1996	Thirty-nine weeks ended May 27, 1995
Cash flows from operating activities: Net Income	\$ 18,306,000	\$ 15,177,000
Adjustments: Depreciation Amortization of other assets	12,767,000 2,572,000	11,965,000 2,415,000
Receivables Inventories Rental merchandise in service	(4,688,000) 215,000 (1,789,000)	2,415,000 (4,889,000) (1,768,000) (1,221,000)
Prepaid expenses Accounts payable Accrued liabilities	280,000 3,197,000	(4,000) (1,495,000) 6,915,000
Accrued and deferred income taxes Deferred income taxes	513,000 614,000	(1,601,000) 1,389,000
Net cash provided by operating activities	31,987,000	26,883,000
Cash flows from investing activities: Acquisition of businesses, net of cash acquired Capital expenditures Other assets, net	(11,517,000) (22,313,000) (2,168,000)	(6,614,000) (17,039,000) (1,963,000)
Net cash used in investing activities	(35,998,000)	(25,616,000)
Cash flows from financing activities: Increase in debt Reduction of debt Cash dividends paid or payable	12,925,000 (7,831,000) (1,439,000)	4,433,000 (4,201,000) (1,349,000)
Net cash provided by (used in) financing activities		(1,117,000)
Net increase (decrease) in cash Cash at beginning of period	(356,000) 5,889,000	150,000 4,120,000
Cash at end of period	\$ 5,533,000	\$ 4,270,000 =======
Supplemental disclosure of cash flow information:		
Interest paid	\$ 2,007,000	\$ 2,035,000
Income taxes paid	\$ 9,379,000 	\$ 8,249,000

The accompanying notes are an integral part of these condensed financial statements.

#### NOTES TO CONDENSED FINANCIAL STATEMENTS

#### FOR THE FORTY WEEKS ENDED JUNE 1, 1996

- 1. These condensed financial statements have been prepared by the Company without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations; however, the Company believes that the information furnished reflects all adjustments which are, in the opinion of management, necessary to a fair statement of results for the interim period. It is suggested that these condensed financial statements be read in conjunction with the financial statements and the notes, thereto, included in the Company's latest annual report.
- 2. From time to time, the Company is subject to legal proceedings and claims arising from the conduct of their business operations, including personal injury, customer contract, employment claims and environmental matters. In the opinion of management, such proceedings and claims are not likely to result in losses which would have a material adverse effect upon the Company.
- 3. In February, 1996 the Company acquired two uniform rental plants in California from National Service Industries, Inc., a garment and linen rental business headquartered in Atlanta, GA.

6

# FORM 10-Q UNIFIRST CORPORATION AND SUBSIDIARIES

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

FOR THE FORTY WEEKS ENDED JUNE 1, 1996

#### RESULTS OF OPERATIONS

- -----

Forty Weeks of Fiscal 1996 compared to Thirty-nine Weeks of Fiscal 1995

Fiscal 1996 revenues for the forty weeks increased \$29,749,000 or 11.2% over the thirty-nine weeks in fiscal 1995. This increase can be attributed to an extra week of revenue (2.6%), acquisitions (1.4%), price increases (1.0%) and growth from existing operations (6.2%).

Income from operations as a percentage of revenue increased to 10.3% in fiscal 1996 from 9.6% for the fiscal 1995 period. The main reason for the increase is improved profit margins in the Company's core uniform rental business, principally attributable to restructuring of the Company's service management structure and telemarketing operations.

Net interest expense (interest expense less interest income) was \$1,802,000 in fiscal 1996 as compared to \$2,101,000 in fiscal 1995. The decrease is attributable to lower average debt levels and lower interest rates in fiscal 1996.

The provision for income taxes for the current period was 36.0% as compared to 35.0% for the corresponding 1995 period. The increase in 1996 is due primarily

to higher state income taxes.

Thirteen Weeks ended June 1, 1996 compared to Thirteen Weeks ended May 27, 1995

Fiscal 1996 third quarter revenues increased \$5,954,000 or 6.4% over the fiscal 1995 third quarter. This increase can be attributed to acquisitions (2.1%), price increases (1.0%) and growth from existing operations (3.3%).

Income from operations as a percentage of revenue increased to 11.2% in fiscal 1996 from 10.3% for the fiscal 1995 period. The primary reason for the increase is improved profit margins in the Company's core uniform rental business as discussed above.

Net interest expense (interest expense less interest income) was \$694,000 in fiscal 1996 as compared to \$667,000 in fiscal 1995. The increase is attributable to higher interest rates in the fiscal 1996 quarter.

The provision for income taxes for the current period was 36.0% as compared to 35.0% for the corresponding 1995 period. The increase in 1996 is again due primarily to higher state income taxes.

7

# FORM 10-Q UNIFIRST CORPORATION AND SUBSIDIARIES

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION (continued)

FOR THE FORTY WEEKS ENDED JUNE 1, 1996

### LIQUIDITY AND CAPITAL RESOURCES

\_ \_\_\_\_\_\_

During the forty weeks ended June 1, 1996 net cash provided by operating activities, \$31,987,000, and additional borrowings of \$12,925,000 were primarily used for capital expenditures, \$22,313,000, acquisition of businesses, \$11,517,000, debt repayment, \$7,831,000 and dividends, \$1,439,000.

Shareholders' equity as a percent of total capital was 81.4% at June 1, 1996, indicating the overall strength of the Company's balance sheet. The Company had \$5,533,000 in cash and \$18,750,000 available on its \$50,000,000 line of credit as of June 1, 1996. The Company believes its ability to generate cash from operations will adequately cover its foreseeable capital requirements.

### EFFECTS OF INFLATION

- -----

Inflation has had the effect of increasing the reported amounts of the Company's revenues and costs. The Company uses the last-in, first-out (LIFO) method to value a significant portion of inventories. This method tends to reduce the amount of income due to inflation included in the Company's results of operations. The Company believes that, through increases in its prices and productivity improvements, it has been able to recover increases in costs and expenses attributable to inflation.

#### PART II - OTHER INFORMATION

# FORM 10-Q UNIFIRST CORPORATION AND SUBSIDIARIES

### Item 6. Exhibits and Reports on Form 8-K

- (a) Exhibits:
  - (27) Financial Data Schedule
- (b) Reports on Form 8-K: None

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf of the undersigned thereunto duly authorized.

UNIFIRST CORPORATION

/s/ RONALD D. CROATTI

Ronald D. Croatti Vice Chairman, President and Chief Executive Officer

Date: July 12, 1996

/s/ JOHN B. BARTLETT

John B. Bartlett Senior Vice President and Chief Financial Officer

#### <ARTICLE> 5

<LEGEND>

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE FINANCIAL STATEMENTS OF UNIFIRST CORPORTION FOR THE FORTY WEEKS ENDED JUNE 1, 1996, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

</LEGEND>

<MULTIPLIER> 1,000

<CURRENCY> U.S. DOLLARS

<period-type></period-type>	9-MOS	
<fiscal-year-end></fiscal-year-end>		AUG-31-1996
<period-start></period-start>		AUG-27-1995
<period-end></period-end>		JUN-01-1996
<exchange-rate></exchange-rate>		1
<cash></cash>		5 <b>,</b> 533
<securities></securities>		0
<receivables></receivables>		39 <b>,</b> 350
<allowances></allowances>		600
<inventory></inventory>		16,350
<current-assets></current-assets>		96,361
<pp&e></pp&e>		270,684
<pre><depreciation></depreciation></pre>		111,408
<total-assets></total-assets>		299,157
<current-liabilities></current-liabilities>		57 <b>,</b> 330
<bonds></bonds>		41,287
<common></common>		2,051
<preferred-mandatory></preferred-mandatory>		0
<preferred></preferred>		0
<other-se></other-se>		183,288
<total-liability-and-equity></total-liability-and-equity>		299 <b>,</b> 157
<sales></sales>		294,792
<total-revenues></total-revenues>		294 <b>,</b> 792
<cgs></cgs>		264,387
<total-costs></total-costs>		264,387
<other-expenses></other-expenses>		0
<loss-provision></loss-provision>		0
<interest-expense></interest-expense>		1,802
<income-pretax></income-pretax>		28,603
<income-tax></income-tax>		10,297
<pre><income-continuing></income-continuing></pre>		18,306
<discontinued></discontinued>		0
<extraordinary></extraordinary>		0
<changes></changes>		0
<net-income></net-income>		18,306
<eps-primary></eps-primary>		0.89
<eps-diluted></eps-diluted>		0